

Common Questions

What is required to obtain a broker license?

1. Every applicant must have an active salesperson license for 36 out of the last 48 months. *(Note: Courses may be taken even though the 36 month requirement is not yet met.)*
2. You must complete a minimum of 180 hours and pass each course with a 75% grade or better. Real Estate Brokerage is required. Choose this course plus three other topics to meet the 180 hours.
 - Real Estate Brokerage – 45 hours
 - Real Estate Finance – 45 hours
 - Real Estate Law – 45 hours
 - Real Estate Appraisal – 45 hours
 - Real Estate Property Management – 45 hours *(no correspondence)*
3. Pass the broker licensing state exam.

How do I register for the course?

You may register by coming into our office during business hours which are from 9:00 am to 5:00 pm, Monday through Friday.

Take the **Fast Track...to your Broker License.**

Four of the broker licensing courses may be taken via 100% self study (correspondence), no classroom required, or have the best of both worlds by attending a six-day classroom accelerated course review with your correspondence study.

Effective January 1, 2010, students have 180 days from date of purchase to complete the course and the final exam. A proctored final exam is required for each course.

What is your FREE special offer?

If you take four broker courses with us, you may take our 9-day Broker's License Exam Preparation course (Broker Exam Prep Course) at NO CHARGE (a \$225 value; materials included).

Cancellation / Transfer Policy

Real Estate Property Management Only: Up to one business day prior to the classroom course starting, a student may: 1) cancel the course and receive a refund minus a \$25 administration fee, or 2) a one time transfer for free to a future date of a like course. Additional transfers are at the discretion of the school. A student who transfers and then cancels will not be given a refund. No refunds or transfers are allowed once the course has started. Textbooks are not returnable.

There are no refunds for Broker 100% Correspondence and Fast Track Classroom students. However a student may extend his or her course completion period one time for 60 days from the date of expiration for a fee of \$50.

Final Exam Two opportunities to take course Final Exam included in course fee. Third and final opportunity, \$50 fee.

Broker Exam Prep

License Exam Preparation Courses

Through lecture and testing, students will review Principles, Virginia Real Estate Laws, Regulations and Real Estate Math. Examine the various categories of the exam including Property Ownership, Land Use, Valuation and Market Analysis, Financing, Laws of Agency, Mandated Disclosures, Contracts, Transfer of Property and Practice of Real Estate.

CHESAPEAKE & NEWPORT NEWS CAMPUSES

January 23 - February 3 February 20 - March 2 March 26 - April 6 May 14 - 25 June 18 - 29	July 23 - August 3 September 11 - 21 October 22 - November 2 December 10 - 21
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Please Note: No classes on Jan. 27, Feb. 24, March 30, May 18, June 22, July 27, Oct. 26, and Dec. 14.

TUITION: \$225 includes materials

HOURS: **1st week:**
9 am – 1:15 pm or 6:15 –10:30 pm
2nd week:
9 am – 1 pm or 6 –10 pm

Note: Tuition, textbook fees and dates subject to change.

**STATE EXAM DATE IS BY APPOINTMENT
WITH PSI EXAMINATION SERVICES**

You have
Options
with Alpha.

www.AlphaCollegeOfRealEstate.com

638 Independence Parkway, Suite 100
Chesapeake, VA 233320

ALPHA
COLLEGE
of
Real Estate

Real Estate Broker Licensing

Fast
Track

CHESAPEAKE
NEWPORT NEWS
WILLIAMSBURG

2012

DAY AND EVENING
COURSES

CE & PL CREDIT
AVAILABLE

CORRESPONDENCE WITH
CLASSROOM REVIEW

ALPHA
COLLEGE
of
Real Estate

Delivering Excellence
Since 1985



Course Descriptions

Real Estate Brokerage

Many fine management theorists have studied how business enterprises operate, how managers function and how people become effective leaders. This course strives to apply their theories to the operation of a real estate brokerage company.

Real Estate Finance

In the ever-changing market of real estate, the knowledge of finance is crucial for a successful real estate career. This course will cover various loans, investments, the technological environment and other aspects of real estate finance.

Real Estate Law

Many aspects of the real estate business are closely associated with the law. Legal knowledge is especially important to people who sell real estate. This course provides a solid foundation of real estate law and a useful review of key terms.

Real Estate Appraisal

Fundamentals of Real Estate Appraisal is designed to help both the student and the established professional relate appraisal theory and techniques to practice. Explanation of the basic approaches to appraising are thorough, yet concise. Frequent examples, including use of forms and data grids, help bring the real world of appraising to the student.

Real Estate Property Management

This course provides an overview of the property management profession and the essentials for those who wish to specialize. It also includes real life case studies and challenges that are designed to provoke class discussion.

CHESAPEAKE CAMPUS

638 Independence Parkway, Suite 100
Chesapeake, VA 23320
Phone: [757] 427-1740
Fax: [757] 430-4487

NEWPORT NEWS CAMPUS

11861 Canon Boulevard, Suite A
Newport News, VA 23606
Phone: [757] 873-8884
(Classroom Only)

WILLIAMSBURG CAMPUS

5000 New Point Road, Suite 1101
Williamsburg, VA 23188
(Classroom Only)

www.AlphaCollegeOfRealEstate.com

Course Schedule

Real Estate Brokerage

Tuition: \$250 | Textbook: \$50 | 45 Hours

AM Schedule

February 6 –10; Exam 13	Chesapeake Campus
March 26 – 30; Exam April 2	Newport News Campus
October 22 – 26; Exam 29	Chesapeake Campus

PM Schedule

April 9 –13; Exam 16	Williamsburg Campus
July 9 –13; Exam 16	Chesapeake Campus
August 20 – 24; Exam 27	Newport News Campus

Real Estate Finance

Tuition: \$250 | Textbook: \$50 | 45 Hours

AM Schedule

January 9 –13; Exam 16	Chesapeake Campus
February 20 –24; Exam 27	Newport News Campus
October 8 – 12; Exam 15	Chesapeake Campus

PM Schedule

March 5 – March 9; Exam 12	Williamsburg Campus
May 14 – 18; Exam 21	Newport News Campus
June 4 – 8; Exam 11	Chesapeake Campus

Real Estate Law

Tuition: \$250 | Textbook: \$70 | 45 Hours

AM Schedule

January 23 –27; Exam 30	Newport News Campus
March 12 –16; Exam 19	Chesapeake Campus
* November 5 – 9; Exam 13	Chesapeake Campus

* No Class Nov. 12

AM: 9 am – 1 pm | PM: 6 pm – 10 pm | PM Williamsburg: 5 pm – 9 pm.
Tuition, course dates and times subject to change or cancellation.

PM Schedule

* May 29 – June 4; Exam 5	Williamsburg Campus
August 6 – 10; Exam 13	Chesapeake Campus
September 10 –14; Exam 17	Newport News Campus

* Starts on a Tuesday

Real Estate Appraisal

Tuition: \$250 | Textbook: \$50 | 45 Hours

AM Schedule

Feb. 27 – March 2; Exam 5	Chesapeake Campus
April 23 – 27; Exam 30	Newport News Campus
Nov. 26 – 30; Exam Dec. 3	Chesapeake Campus

PM Schedule

June 25 – 29; Exam July 2	Newport News Campus
July 23 – 27; Exam 30	Williamsburg Campus
* Sept. 4 – 10; Exam 11	Chesapeake Campus

* Starts on a Tuesday

Real Estate Property Mgmt.

Tuition: \$250 | Textbook: \$55 | 45 Hours
11 sessions

AM Schedule

April 30 – May 14	Chesapeake Campus
December 3 – 17	Chesapeake Campus

Ask about Military Benefits



Student Enrollment Form

CHESAPEAKE - Fax [757] 430-4487
NEWPORT NEWS - Fax [757] 873-1079
www.AlphaCollegeOfRealEstate.com

Course Name: _____

Course Date: _____ AM PM

Location: _____

Print your full legal name as it appears on your Driver's License or Military I.D.

Last Name: _____

First Name: _____ Middle Initial: _____

Address: _____

City: _____

State: _____ Zip: _____

Home Phone: _____ Work Phone: _____

E-mail: _____

Real Estate License Number: _____

Expiration Date (M/Y): _____

How did you hear about us? _____

Special Accommodation Request: Yes

Tuition _____ + Textbook _____ + \$10 Shipping* = _____

**Shipping fee charged if textbook is not purchased in person.*

**Additional certificates \$2.50 each*

I agree to the refund/transfer policy, as well as the school and student conduct policies listed on the Alpha website.
Initials: _____

Tuition Payment

Enclosed is my check for \$ _____

**If a check is returned by your bank for any reason, it must be replaced immediately with cash plus a \$35.00 service charge.*

Please charge my Visa MasterCard Discover

Expiration Date: _____

Student Signature: _____

Date: _____

Card #: _____